TÜRKİYE ODALAR VE BORSALAR BİRLİĞİ

Dumlupınar Bulvarı No:252 (Eskişehir Yolu 9. Km.) 06530 /ANKARA www.tobb.org.tr - tobb@hs01.kep.tr

Sayı : E-34221550-720-2964 **Tarih**: 18.03.2025
Konu : Sanayi Ortaklığı Çevrimiçi Çalıştayı hk.

TÜM ODA VE BORSALARA
(Genel Sekreterlik)

İlgi : Sanayi ve Teknoloji Bakanlığı'nın 14.03.2025 tarihli e-posta yazısı.

İlgi yazı ile, Birleşik Arap Emirlikleri, Mısır, Ürdün, Bahreyn ve Fas'ın üye olduğu Sürdürülebilir Ekonomik Kalkınma İçin Sanayi Ortaklığı'na ülkemiz ile birlikte Katar'ın da üyeliğinin resmi olarak duyurulduğu ve Üye ülkelerin Ortaklık kapsamındaki işbirliği alanlarında (ilaç, tarım, gıda, gübre, kimyasallar, plastik ve alt ürünleri, metaller, madenler ve alt ürünleri, tekstil) faaliyet gösteren üretici firmalarının bir araya getirilmesi ve ortak yatırım, tedarik ve ticaret gibi firmaların ihtiyaç duyduğu alanlarda işbirliği yapmalarının hedeflendiği belirtilmektedir.

İlaveten, Ortaklık üyesi ülkelerle işbirliği geliştirmek isteyen firmalar ile **20 Mart 2025 tarihinde çevrimiçi** bir çalıştay gerçekleştirilmesinin planlandığı ve katılmak isteyen firmaların ekte iletilen sunumda yer alan proje formunu (karekod) doldurarak mustafa.tekin@sanayi.gov.tr ve tuba.durmaz@sanayi.gov.tr adreslerine iletmeleri gerektiği bildirilmektedir.

Bilgilerini ve konunun ivedilikle üyelerinize duyurulmasını rica ederim.

Saygılarımla,

e-imza
Mustafa BAYBURTLU
Genel Sekreter Yardımcısı

EK: Sanayi Ortaklığı Çevrimiçi Çalıştayı Hk. Bilgi (34 sayfa)

Bu belge, 5070 Sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile İmzalanmıştır.
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The Integrated Industrial Partnership for Sustainable Economic Development



Private Sector Workshop
Thursday, March 20th, 2025

Attendance Registration and Feedback

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1. Welcome, Objectives and Agenda	13:00 – 13:05	12:00 – 12:05
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- Pharmaceuticals
- Agriculture, Food and Fertilizers
- Chemicals, Plastics And Downstream Products
- Metals, Minerals And Downstream Products
- Textiles

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Workshop objectives

1. Introducing the work team
2. Introducing the participating private sector companies
3. Giving an overview of the sustainable industrial partnership and its objectives
4. Giving an overview of the advantages and incentives for investment in Qatar and Türkiye
5. Collecting initial views from the private sector on opportunities for partnerships
6. Agreeing on next steps

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The Industrial Partnership for Sustainable Economic Development

Countries



Strategic Sectors

- Agriculture, food and fertilizers
- Pharmaceuticals
- Textiles
- Chemicals, plastics and downstream products
- Metals, minerals and downstream products

Strategic Objectives

- Supply chain security and resilience
- Localization & value-chain synergies
- Integrated value-add manufacturing
- Economic growth, diversification & job creation
- Sustainability-led growth

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Three Years of Progress Through the Industrial Partnership for Sustainable Development

May 2022



1st Higher Committee Meeting

- Held in Abu Dhabi, UAE
- Launch of the partnership between the UAE, Egypt, and Jordan
- Governance system activation
- Activation of the Executive Committee and sectoral & enablers teams

July 2022



2nd Higher Committee Meeting

- Held in Cairo, Egypt.
- The Kingdom of Bahrain joined the partnership.
- Workshops for more than 50 companies were conducted.
- 88 proposals for industrial projects were received.

January 2023



3rd Higher Committee Meeting

- Held in Amman, Jordan.
- Announced 12 partnership agreements for industrial projects.
- Workshops for over 100 companies were conducted.
- 35 new proposals for industrial projects were received.

January 2024



4th Higher Committee Meeting

- Held in Bahrain.
- The Kingdom of Morocco joined.
- Announcement of 5 new projects and agreements in the sectors of metals and electric vehicles.

February 2025



5th Higher Committee Meeting

- Held in Qatar.
- The Republic of Turkey and State of Türkiye Join the partnership
- Announcement of 12 new projects and agreements in the sectors of food, metals and electrical equipment worth USD 2 Billion

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The economic factors of the partnering countries combined.

2.5 USD Trillion	**260** Million	**7**
GDP	**Population**	**Partnership Countries**
1 USD Trillion	**435** USD Billion	**400** USD Billion
Total Imports	**Manufacturing Value Add**	**Industrial Exports**



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Joint investment opportunities

Pharmaceuticals 4

- Generics
- Biosimilars
- Active Pharmaceutical Ingredients (APIs)
- Medical Supplies
- Ophthalmic Drugs
- Vitamins and Dietary Supplements

Metals 3

- Silica production for glass
- Aluminum, copper, and iron products
- Glass
- Raw material supply for securing supply chains

Food and agriculture 2

- Cereals, meat, dairy products, and canned food
- Fertilizers
- Nutritional supplements
- Agricultural technology and sustainable farming methods

Chemicals 1

- Soda ash
- Basic chemicals (PP, PE, PU, etc.)
- Packaging and plastic products
- Construction sector chemicals

Electrical Equipment 4

- Construction and building equipment
- Agricultural equipment and machinery
- Energy equipment and generators

Renewable and clean energy 7

- Solar power units
- Solar cells
- Energy storage batteries
- Inverter assembly and production of solar power system equipment and components

Automotive 6

- Vehicle components (seats, exhaust systems, air conditioning, electrical connections, tires, glass, batteries)
- Structural aluminum parts
- Electric vehicle assembly

Textiles 5

- Textile production
- Polyester

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The main partnership projects that have been announced.

Announced and ongoing projects.

#	Project/ Agreement	Investment Size ($)	Countries	Updates
1	Supply of iron ore pellets from "Bahrain Steel" to "Emirates Steel".	2000		The imported materials amounted to AED 1.1 billion from the date of signing the agreement until the end of 2024.
2	Establishment of a factory in Egypt to produce sodium carbonate by "Soda Chemicals Industries" (Egyptian company).	500		Production Start 2028
3	Pharmaceutical research and development and drug production in the UAE by "Global Pharma" (UAE) and "Safi Pharma" (Jordan).	60		Technology has been transferred, and products are being registered in Middle Eastern export countries

Announced and under-development projects.

#	Project/ Agreement	Investment Size ($)	Countries
1	Signing of an agreement to develop an industrial land in East Port Said with an area of 20 square kilometers.	-	
4	Establishment of a complex for producing feed additives and chemicals in Egypt by "CFC" (Egyptian company).	400	
5	Production of biological and chemical eye medications (UAE) by "Gulf Inject" (UAE) in collaboration with "Oman Pharmaceutical Industries" (Jordan).	30	

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The value of the projects that will be announced in Qatar on February 9, 2025

USD 2 Billion

#	Project/ Agreement	Value	Countries
1	A supply agreement for fiberglass pipes between "Future Pipes" (UAE) and "Med Gulf" (Qatar).	95	
2	A cooperation memorandum between "Global Pharma" (UAE) and "Zenith Pharma" (Morocco) in the fields of injectable medicines, biosimilars, and cholesterol and diabetes drugs.	50	
3	The inclusion of the "Pharmaceuticals" factory in Egypt and "Fay" in Morocco into the portfolio of "Mubadala Investment Company" (UAE).	250	
4	A memorandum of understanding between "ISC Capital" (UAE) and "Al-Jazeera Farms" (Bahrain) to establish a factory for producing microalgae-based dietary supplements in Bahrain.	10	
5	The announcement of a new factory for cable connectors and accessories in the UAE in collaboration with "Giza Cables" (Egypt).	7	
6	A supply agreement for plastic containers from "Oxid Electronics" (Jordan) to "National Dairy (Hayatna)" (UAE).	10	
7	A supply agreement for plastic bottle caps from "Delta Nile" (Egypt) to "National Dairy (Hayatna)" (UAE).	10	
8	A supply agreement for animal feed from "National Feed" (UAE) to "Al-Rayyan Equestrian Supplies" (Qatar).	15	
9	A memorandum of understanding to supply glass for mirror and silvered glass production from "Emirates Glass" (UAE) to "Al Madina Glass" (Bahrain).	20	
10	A strategic memorandum of understanding between "Dolidol" (Morocco) and "Intercoil" (UAE) to invest in new sponge production lines in the UAE.	60	
11	A raw materials supply agreement between Bahrain Steel and Qatar Steel for a quantity of 5 million metric tons over a period of five years	1266	
12	Establishment of a factory in Egypt with “JA Solar" (Chinese company) for manufacturing solar cells and solar modules	220	

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Steps to submit a project within the industrial partnership

1. Complete the industrial project proposal form and submit to the ministry's working team in the concerned country.
2. Initial assessment of the project , based on alignment with the strategic objectives, feasibility, readiness level, and anticipated impact.
3. Approval for the project from the Executive Committee.
4. Announce the project during the higher Committee meeting.
5. Ongoing monitoring and support of the project

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Sector		**Company**		**Country**	
Contact name		**Title**			
Contact details	Email, Phone				
Project	Summarized project name				
Project description and details	• Description (details about the project, green field or expansion) e.g. setting up a facility to manufacture xxx in yyy • Capacity • Estimated investment amount • Country roles what is the specific role of any of the countries in the partnership • Products to be manufactured • Preliminary market and demand data if available • Extra slides can be used to fit more details				

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Incentives and enablers	Detail the required enablers and incentives and in which country Examples: 1- require investment of [] USD M 2- require loan of [] USD M 3- Require offtakes/ commercial partnerships 4- technology partnerships 5- other requests for enablers for the project to succeed

Partner companies

Company	Country	Role
		Investor, partner, raw material supply, offtaker, tech transfer , etc..

Project status	What is the current status of the project (idea stage, some preliminary feasibility, detailed feasibility, etc.) Latest updates Was this project discussed with the other companies involved?

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Overview of the Industrial Sector, Incentives and Investment Opportunities in Qatar

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Summary of the Objectives and Expected Benefits of the State's Participation in the Partnership

Evaluation of Qatar's Industrial Competitive Advantages and Their Contribution to Achieving Partnership Goals:

Petrochemicals and Fertilizers: Qatar's petrochemical and fertilizer sectors enable participation in value-added partnerships, offering essential products for agriculture and various industries worldwide. These sectors can attract foreign investment, facilitate technology exchange, and open new markets, thereby strengthening Qatar's global trade relationships.

Iron and Steel: The iron and steel sector can drive economic partnerships by providing high-quality materials for global construction projects. Collaborating with international companies on infrastructure projects enhances knowledge exchange and technological advancements in sustainable construction practices



- **Market Expansion**
- **Access to Shared Resources**
- **Strengthening Ties Between participating Countries**

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Overview of Qatar's Economy and Industrial Sector

Qatar's GDP (2023)	$213 billion USD
Industrial sector's contribution to GDP(2023)	*$128 billion USD (60%)*
Total Exports (2023)	$97 billion USD
Industrial Exports (2023)	*$36 billion USD*
Total Imports (2023)	$31 billion USD
Population	3.19 million

Agriculture, Food, and Fertilizers

Pharmaceuticals

Chemicals, Plastics, and Processed Products

Metals and Processed Products

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Competitive Advantages of the State of Qatar

Global Trade Agreements

Prime Strategic Location: Second Largest Air Cargo Fleet

A Leader in Fertilizer Production

A Leader in Steel Production in the Middle East

An Integrated Hub for Petrochemicals

QAFCO is the world's largest producer of nitrogen-based fertilizers.

World-Class Telecommunications and Infrastructure

Incentives for Manufacturers

Incentives for Trading Companies

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Incentives Offered to Qatari and Non-Qatari Investors in the Industrial sector

Financial support

- Loan Facilities Through Local Banks
- Financial Incentives for Research and Development Projects
- Opportunity for Equity Participation

Incentives and Facilitations

Market

- 100% Ownership for Foreign Investors in the Industrial Sector
- 10% Price Preference in Public Tenders for Local Products
- Freedom for Non-Qatari Investors to Make All Investment Transfers Inside and Outside the Country

Taxes

- Exemption from Customs Duties on Project Imports of Raw Materials and Machinery
- Exemption from Income Taxes

Cost Reduction

Land

- Land Allocation with a Nominal Rent of 10 Qatari Riyals per Square Meter Annually

Essential Facilities and Services

- Low Electricity Price 0.13 Qatari Riyals per kWh
- Low Water Price 5.4 Qatari Riyals per cubic meter
- Reduced Gas Costs

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The Key Imports of the State of Qatar

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Partnership Information

The Industrial Integration Partnership for Sustainable Economic Development comes within the framework of the fraternal relations between the countries (the United Arab Emirates, the Hashemite Kingdom of Jordan, the Arab Republic of Egypt, the Kingdom of Morocco, the Kingdom of Bahrain, and the Republic of Turkey). Its goal is to strengthen these relations by exploring partnership and investment opportunities, aiming to deepen coordination, cooperation, and strategic integration among them, in accordance with the prevailing laws in each of the participating countries, to serve the interests of their peoples.

Study of Integration Opportunities

A list of industrial imports has been extracted and categorized as follows:

- **Most Imported Industrial Products**
- **Qatari Factories with the Highest Imports**
- **Most Imported Products from the factories**

*We can further detail the study based on the requirements of the partnership members.



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Evrak doğrulama: https://ticaret.gov.tr/belge-dogrulama Belge no: 2025-[illegible] Kep adresi: [illegible] Elektronik imza kullanıcısı: [illegible] (TSN:21681)

Key Industrial Products Imported into the State of Qatar (2022-2024)

The Key Industrial Imports Consist of 5 Main Categories:

Metals	Mechanical appliances	Chemicals and allied products	Mineral products	Plastic articles
10,684,537,325 Qatari Rials	9,749,186,748 Qatari Rials	5,780,542,828 Qatari Rials	3,306,082,372 Qatari Rials	1,866,281,052 Qatari Rials

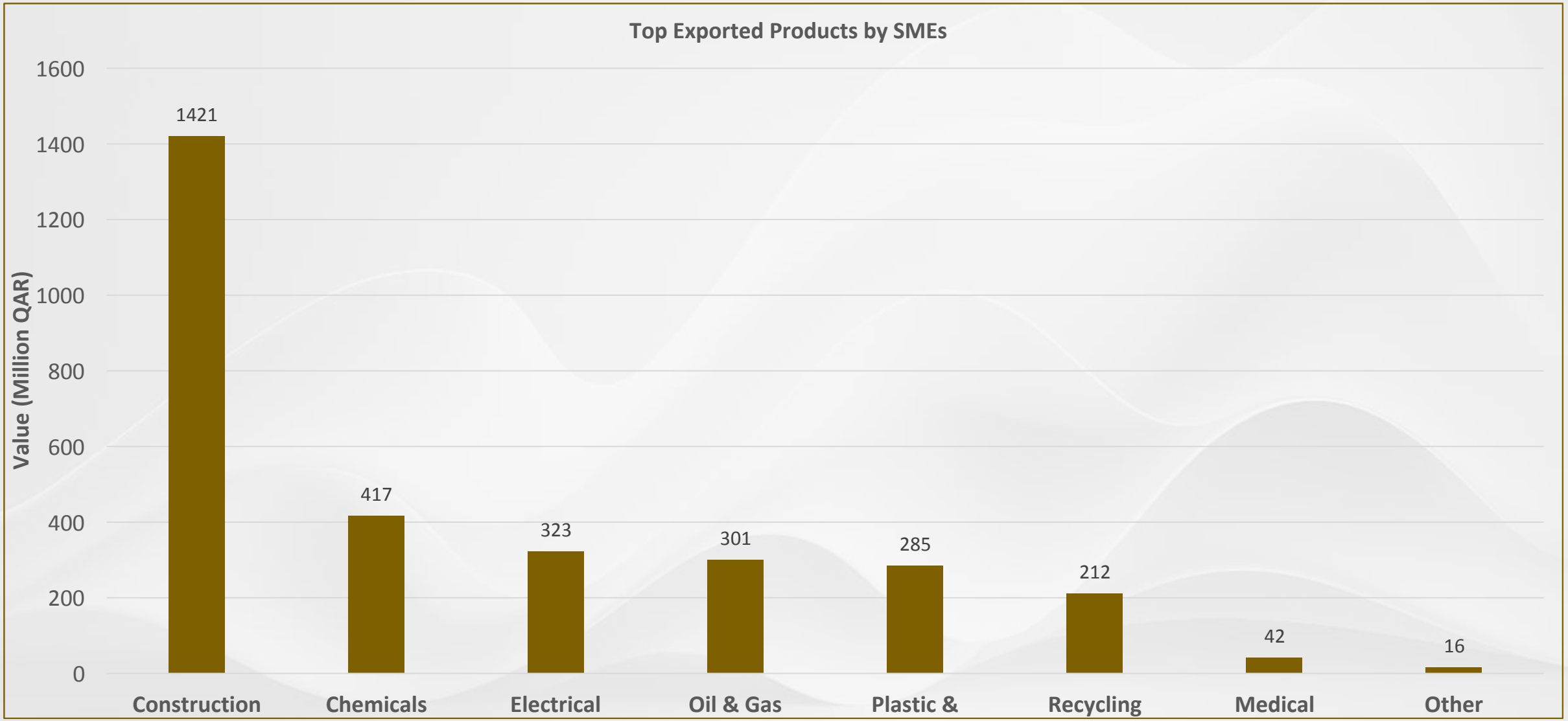
More information can be found in appendix 1

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The Key Exports of the State of Qatar

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The main exports of the State of Qatar

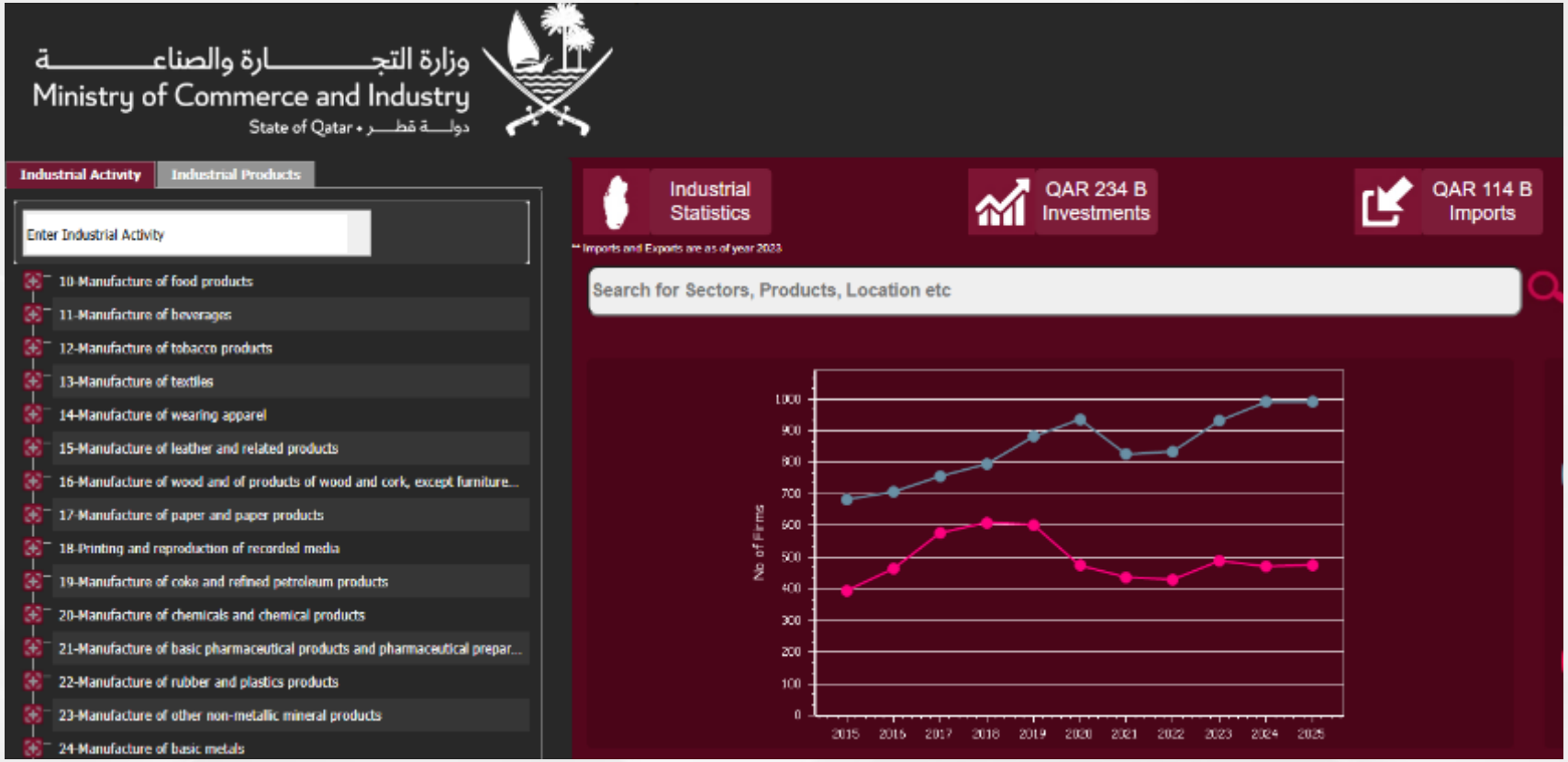


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Qatar Industrial Portal idb.moci.gov.qa

The Qatar Industrial Portal is a digital hub aimed at providing accurate and up-to-date data about the industrial sector in Qatar, making it easier to access information related to local factories and industrial products.

The portal aims to enhance investments in the industrial sector by providing information and statistics that help investors make informed decisions.



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5. Companies Introduction and preliminary discussion	14:35 – 15:00	12:35 – 14:00

- Pharmaceuticals
- Agriculture, Food and Fertilizers
- Chemicals, Plastics And Downstream Products
- Metals, Minerals And Downstream Products
- Textiles

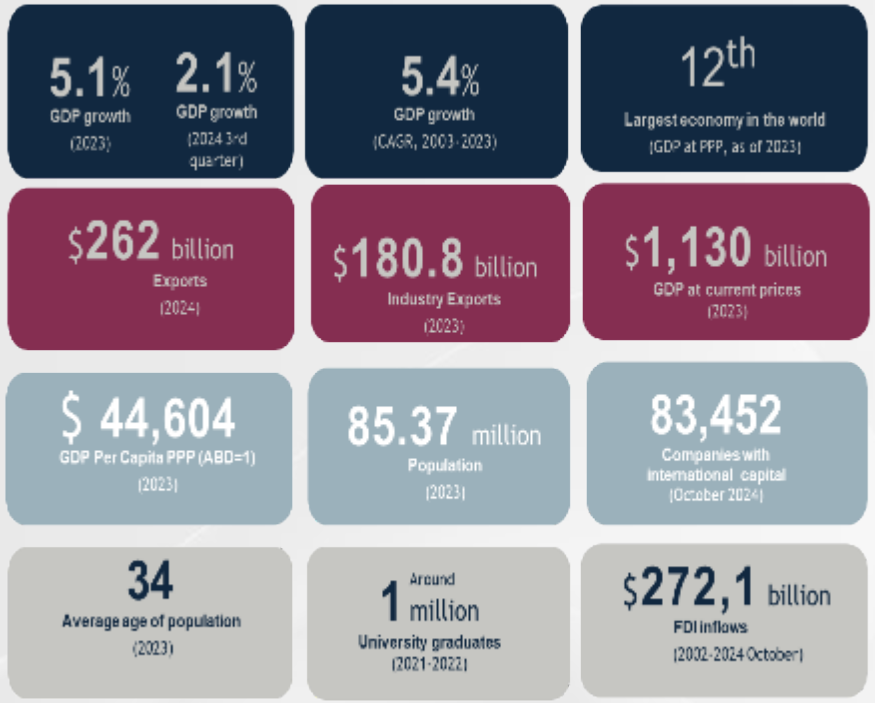
Attendance Registration and Feedback

Bu belge, 5070 sayılı Elektronik İmza Kanununa göre Güvenli Elektronik İmza ile imzalanmıştır.
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Overview of the Industrial Sector, Incentives and Investment Opportunities in Türkiye

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REASONS TO BECOME A PARTNER WITH TÜRKİYE ROBUST ECONOMY





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INVESTMENT INCENTIVES ECOSYSTEM

INCENTIVES PROVIDED BY THE MINISTRY OF INDUSTRY AND TECHNOLOGY

GENERAL INVESTMENT INCENTIVES

- VAT Exemption for Machinery
- Customs Duty Exemption

Medium High Tech (Region 4) Incentives
Priority (Region 5) Incentives

REGIONAL INVESTMENT INCENTIVES

- VAT Exemption for Machinery
- VAT Exemption for Construction
- Customs Duty Exemption
- Corporate Tax Reduction
- Social Security Premium Support (Employer's Share)
- Land Allocation
- Interest Rate Support

+

- Social Security Premium Support (Employee's Share)
- Income Tax Withholding Support

Region 6 Incentives

STRATEGIC INVESTMENT INCENTIVES

- VAT Exemption for Machinery
- VAT Exemption for Construction
- Customs Duty Exemption
- Corporate Tax Reduction
- Social Security Premium Support (Employer's Share)
- Land Allocation
- Interest Rate Support

PROJECT-BASED INVESTMENT INCENTIVES

- Cashback Support
- VAT Exemption for Machinery
- VAT Exemption for Construction
- Customs Duty Exemption
- Corporate Tax Reduction
- Social Security Premium Support (Employer's Share)
- Income Tax Withholding Support
- Qualified Personnel Support
- Energy Support
- Interest Rate Support
- Capital Contribution Support
- Land Allocation
- Infrastructure Support
- Purchasing Guarantee
- Facilitation of Permit Procedures

EQUAL TREATMENT OF INTERNATIONAL AND LOCAL INVESTORS

TAILORED AND COMPLETE PACKAGES FOR BOTH GREENFIELD AND BROWNFIELD PROJECTS IN MANUFACTURING, SERVICES, AND R&D

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HIT-30
HIGH TECH TÜRKİYE
Invest in Future

Mobility

Healthy Living

Communication and Space

Advanced Manufacturing

Digital Technologies

Semiconductors

Green Energy

Complementary Investments n the Value Chain

$30 Billion support budget

It is envisaged that a total of 30 billion dollars in support will be provided for high technology investments to be implemented by the year 2030

%70 Tax Exemption	%10 Employment Support	%10 Tax Return	%10 Grant Support

Program Characteristics

- High incentive intensity
- Fixed support package
- Focused investment areas
- Relatively smaller project scale

Characteristics of the System

- High incentive intensity
- Flexible support structure
- Grant support elements

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POTENTIAL COOPERATION OPPORTUNITIES AND PROJECT AREAS

Fertilizers

Source raw materials from Partnership member countries, including nitrogen, phosphorus, and sulfur

Food and Beverage

Joint processing and Logistic services for meat, vegetables and fruits, milled grain, vegetable products, bakery products, cocoa, chocolate, confectionery, pasta, vermicelli, couscous, bakery products

Steel, Aluminum and Copper

Increase mutual trade

Mutual production of primary aluminum and sponge iron

Pharmaceuticals

Increase mutual production

Experience of Turkish pharmaceutical companies on R&D

Strengthen regional value chain

Petrochemicals

Supply raw materials from Partnership countries and supply intermediate goods or final products from Türkiye

Cooperate on sustainability and green economy

Mutually support environmentally friendly petrochemical projects

Modern Irrigation Systems

Türkiye as a budding market for international irrigation system producers in the near future

Drought Resistant Plant Varieties

Favorable possibility for breeders and producers who are keen on investing in Türkiye

A burgeoning market for seed breeders

Vertical Farming

Mutually benefit hydroponic production

Adopt novel crop production techniques to decrease the consumption of resources like water, chemical fertilizers, and pesticides

Chips

Mutually producing chips
Foster cooperation to avoid semiconductor shortages
Strengthen regional value chain

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Agenda

Item	Time (UAE)	Time (Qatar)
1. Welcome, Objectives and Agenda	13:00 – 13:05	12:00 – 12:05
2. Overview of the industrial partnership	13:05 – 13:15	12:05 – 12:15
3. Overview of Qatar Industrial Landscape	13:15 – 13:25	12:15 – 12:25
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Introduction to the participating companies and initial discussion of cooperation opportunities

1. Company introduction
2. Initial views on industrial partnership opportunities between Türkiye and the partnership countries

Please scan here to register attendance and provide feedback on partnership opportunities:

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